



## Award Release

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### **Eric Campbell is Named Georgia Minority Small Business Person of the Year at MED Week Luncheon in Atlanta**

*--His Firm Joined SBA's 8(a) Program in 1996--*

Eric D. Campbell, President of Campbell Roofing & Construction Inc., has been named Georgia's 2004 Minority Small Business Person of the Year. SBA Georgia District Director Terri Denison presented the award to Campbell at the Annual Minority Enterprise Development (MED) Week Awards Luncheon in Atlanta.

MED Week is sponsored by the Minority Business Development Agency (MBDA) of the U.S. Department of Commerce and the U.S. Small Business Administration (SBA). It was established in 1983 by the President to recognize and promote the achievements of minority-owned and operated businesses and their supporters.

"Mr. Campbell's story is a great example of how a business can benefit from some assistance to overcome obstacles and get a leg up onto the ladder of success," said District Director Denison at the luncheon held earlier this week. "Once there, the firm can realize its potential. It only needs a chance."

In 1995, Campbell Roofing was successful in applying for bid bond guarantees through the SBA's Surety Bond program. Soon, Campbell, a native of Mobile, Alabama, was bidding as a prime contractor on small to medium-size contracts at military installations in the Southeast. Now, the company has a bond line that exceeds \$25 million.

In June 1996, Campbell Roofing, based in Byron, Georgia, was approved to participate in the SBA's 8(a) Business Development Program. In its second year of program participation, the company was awarded \$878,000 in contracts as part of its total annual revenues of \$3 million. Under the 8(a) Program, the SBA uses its statutory authority to provide business development and federal contract support to small, disadvantaged businesses.

Campbell Roofing, now with 110 employees, posted total revenues of over \$28 million last year. As a full service roofing contractor, the company recently completed a \$2.5 million roof on Building 385 at Robins Air Force Base in Georgia. It has started building a new \$5 million roof on a facility at the Naval Air Station in San Diego.

Two of Campbell's children have joined his company. His son, Eric Campbell Jr., is a full-time employee of the company. His daughter, Chericka Blackmon, is working with him in the marketing department.

When Eric and Valliere Campbell established their roofing company 11 years ago, it was not a question of choice, but rather one of dire necessity. In 1993, Eric Campbell was an employee of a roofing company owned by his brother, Quincy V. Campbell. Sadly, Quincy Campbell died suddenly that year, and the company quickly folded.

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Eric Campbell was now out of a job with no source of income, and his wife was expecting a baby. “We started receiving unemployment benefits and food stamps to support our family of five,” recalled Campbell of those tough times. “But we all sacrificed, and we were able to save two unemployment checks that I used to start Campbell Roofing Company.”

With two employees besides himself, Campbell was able to generate revenues of \$17,000 in his first year of business. Today, with “the grace of God, great employees and hard work,” Campbell’s company is handling multi-million dollar roofing contracts from Warner Robins, Georgia to San Diego, California.

**Eric D. Campbell, President  
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**From left, SBA’s Denison, Eric Campbell and wife, Valliere, after his award was presented in Atlanta. (SBA photo)**